

Appendix B - Sample Tariff Comparison for Major Services \*  
Intelsat (IS) vs. Comsat (CQ)

Coverage	Capacity/ Data rate	Term	Earth Station Standard By Antenna Size			Tariff Ratio (CQ/IS)
			Std A=15-18 Meters	Intelsat Tariff (\$/mo)	Comsat Tariff (\$/mo)	

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Voice - IDR (International Digital Route):

Hemi/Zone/ Ku-band	Capacity/ Data rate	Term	Earth Station Standard By Antenna Size	Intelsat Tariff (\$/mo)	Comsat Tariff (\$/mo)	Tariff Ratio (CQ/IS)
	0 - 270 Ckts:					
	IDR - 64 kb/s	5-Year	A/C	\$295	\$1,000	3.39
	IDR - 64 kb/s	7-Year	A/C	\$265	\$640	2.42
	IDR - 64 kb/s	10-Year	A/C	\$250	\$515	2.06
	IDR - 64 kb/s	15-Year	A/C	\$240	\$475	1.98
	271 - 630 Ckts:					
	IDR - 64 kb/s	5-Year	A/C	\$295	\$1,000	3.39
	IDR - 64 kb/s	7-Year	A/C	\$265	\$580	2.19
	IDR - 64 kb/s	10-Year	A/C	\$250	\$460	1.84
	IDR - 64 kb/s	15-Year	A/C	\$240	\$425	1.77
	631 - 1080 Ckts:					
	IDR - 64 kb/s	5-Year	A/C	\$295	\$1,000	3.39
	IDR - 64 kb/s	7-Year	A/C	\$265	\$525	1.98
	IDR - 64 kb/s	10-Year	A/C	\$250	\$410	1.64
	IDR - 64 kb/s	15-Year	A/C	\$240	\$375	1.56
	Above 1080 Ckts:					
	IDR - 64 kb/s	5-Year	A/C	\$295	\$1,000	3.39
	IDR - 64 kb/s	7-Year	A/C	\$265	\$475	1.79
	IDR - 64 kb/s	10-Year	A/C	\$250	\$365	1.46
	IDR - 64 kb/s	15-Year	A/C	\$240	\$330	1.38
	0 - 270 Ckts:					
	IDR - 1.544 Mb/s	5-Year	A/C	\$6,270	\$23,040	3.67
	IDR - 1.544 Mb/s	7-Year	A/C	\$5,745	\$14,760	2.57
	IDR - 1.544 Mb/s	10-Year	A/C	\$5,425	\$11,880	2.19
	IDR - 1.544 Mb/s	15-Year	A/C	\$4,750	\$10,440	2.20
	271 - 630 Ckts:					
	IDR - 1.544 Mb/s	5-Year	A/C	\$6,270	\$23,040	3.67
	IDR - 1.544 Mb/s	7-Year	A/C	\$5,745	\$13,320	2.32
	IDR - 1.544 Mb/s	10-Year	A/C	\$5,425	\$10,680	1.97
	IDR - 1.544 Mb/s	15-Year	A/C	\$4,750	\$9,360	1.97
	631 - 1080 Ckts:					
	IDR - 1.544 Mb/s	5-Year	A/C	\$6,270	\$23,040	3.67
	IDR - 1.544 Mb/s	7-Year	A/C	\$5,745	\$12,120	2.11
	IDR - 1.544 Mb/s	10-Year	A/C	\$5,425	\$9,480	1.75

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			Std A=15-18 Meters	Std B=10-13 Meters Std C=11-14 Meters			
	IDR - 1.544 Mb/s	15-Year	A/C		\$4,750	\$8,280	1.74
	Above 1080 Ckts:						
	IDR - 1.544 Mb/s	5-Year	A/C		\$6,270	\$23,040	3.67
	IDR - 1.544 Mb/s	7-Year	A/C		\$5,745	\$10,920	1.90
	IDR - 1.544 Mb/s	10-Year	A/C		\$5,425	\$8,400	1.55
	IDR - 1.544 Mb/s	15-Year	A/C		\$4,750	\$7,320	1.54
Hemi/Zone/ Spot	0 - 270 Ckts:						
	IDR - 2.048 Mb/s	5-Year	A/C		\$7,790	\$28,800	3.70
	IDR - 2.048 Mb/s	7-Year	A/C		\$7,180	\$18,450	2.57
	IDR - 2.048 Mb/s	10-Year	A/C		\$6,785	\$14,850	2.19
	IDR - 2.048 Mb/s	15-Year	A/C		\$5,985	\$13,050	2.18
	271 - 630 Ckts:						
	IDR - 2.048 Mb/s	5-Year	A/C		\$7,790	\$28,800	3.70
	IDR - 2.048 Mb/s	7-Year	A/C		\$7,180	\$16,650	2.32
	IDR - 2.048 Mb/s	10-Year	A/C		\$6,785	\$13,350	1.97
	IDR - 2.048 Mb/s	15-Year	A/C		\$5,985	\$11,700	1.95
	631 - 1080 Ckts:						
	IDR - 2.048 Mb/s	5-Year	A/C		\$7,790	\$28,800	3.70
	IDR - 2.048 Mb/s	7-Year	A/C		\$7,180	\$15,150	2.11
	IDR - 2.048 Mb/s	10-Year	A/C		\$6,785	\$11,850	1.75
	IDR - 2.048 Mb/s	15-Year	A/C		\$5,985	\$10,350	1.73
	Above 1080 Ckts:						
	IDR - 2.048 Mb/s	5-Year	A/C		\$7,790	\$28,800	3.70
	IDR - 2.048 Mb/s	7-Year	A/C		\$7,180	\$13,650	1.90
	IDR - 2.048 Mb/s	10-Year	A/C		\$6,785	\$10,500	1.55
	IDR - 2.048 Mb/s	15-Year	A/C		\$5,985	\$9,150	1.53
Data - IBS (Intelsat Business Services):							
Hemi/Zone/ (C-band)	IBS - 64 kb/s	1-Year	A/B		\$370	\$465	1.26
	IBS - 64 kb/s	2-Year	A/B		\$350	\$460	1.31
	IBS - 64 kb/s	3-Year	A/B		\$320	\$425	1.33
	IBS - 64 kb/s	5-Year	A/B		\$295	\$395	1.34
	IBS - 64 kb/s	7-Year	A/B		\$265	\$370	1.40
	IBS - 64 kb/s	10-Year	A/B		\$250	\$350	1.40
	IBS - 1.544 Mb/s	1-Year	A/B		\$7,980	\$10,305	1.29
	IBS - 1.544 Mb/s	2-Year	A/B		\$7,580	\$9,930	1.31
	IBS - 1.544 Mb/s	3-Year	A/B		\$6,945	\$9,435	1.36
	IBS - 1.544 Mb/s	5-Year	A/B		\$6,270	\$8,515	1.36
	IBS - 1.544 Mb/s	7-Year	A/B		\$5,745	\$8,130	1.42
	IBS - 1.544 Mb/s	10-Year	A/B		\$5,425	\$7,420	1.37
	IBS - 2.048 Mb/s	1-Year	A/B		\$9,975	\$13,740	1.38
	IBS - 2.048 Mb/s	2-Year	A/B		\$9,475	\$13,245	1.40
	IBS - 2.048 Mb/s	3-Year	A/B		\$8,680	\$12,580	1.45
	IBS - 2.048 Mb/s	5-Year	A/B		\$7,790	\$11,350	1.46

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			Std A=15-18 Meters	Intelsat Tariff (\$/mo)	Comsat Tariff (\$/mo)	
	IBS - 2.048 Mb/s	7-Year	A/B	\$7,180	\$10,840	1.51
	IBS - 2.048 Mb/s	10-Year	A/B	\$6,785	\$9,895	1.46
Spot (Ku-band)	IBS - 64 kb/s	1-Year	C	\$370	\$585	1.58
	IBS - 64 kb/s	2-Year	C	\$350	\$570	1.63
	IBS - 64 kb/s	3-Year	C	\$320	\$535	1.67
	IBS - 64 kb/s	5-Year	C	\$295	\$495	1.68
	IBS - 64 kb/s	7-Year	C	\$265	\$460	1.74
	IBS - 64 kb/s	10-Year	C	\$250	\$435	1.74
Spot (Ku-band)	IBS - 1.544 Mb/s	1-Year	C	\$7,980	\$12,885	1.61
	IBS - 1.544 Mb/s	2-Year	C	\$7,580	\$12,415	1.64
	IBS - 1.544 Mb/s	3-Year	C	\$6,945	\$11,745	1.69
	IBS - 1.544 Mb/s	5-Year	C	\$6,270	\$10,640	1.70
	IBS - 1.544 Mb/s	7-Year	C	\$5,745	\$10,105	1.76
	IBS - 1.544 Mb/s	10-Year	C	\$5,425	\$9,275	1.71
	IBS - 2.048 Mb/s	1-Year	C	\$9,975	\$17,180	1.72
	IBS - 2.048 Mb/s	2-Year	C	\$9,475	\$16,555	1.75
	IBS - 2.048 Mb/s	3-Year	C	\$8,680	\$15,660	1.80
	IBS - 2.048 Mb/s	5-Year	C	\$7,790	\$14,185	1.82
	IBS - 2.048 Mb/s	7-Year	C	\$7,180	\$13,475	1.88
	IBS - 2.048 Mb/s	10-Year	C	\$6,785	\$12,365	1.82

\* Due to unlimited combinations of service offerings, depending on parameters, such as transponder type, beam coverage, data rate, earth station type, and transmission power, this table only lists the most popular combinations at various available service duration offerings among major services - Voice (IDR), Data (IBS), and Video services (full-time and occasional use).

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			Std A=15-18 Meters	Intelsat Tariff (\$/mo)	Comsat Tariff (\$/mo)	
			Std B=10-13 Meters			
			Std C=11-14 Meters			

Sources:

- (1) INTELSAT Tariff - BG 118-18, May 8, 1997.
- (2) COMSAT Tariff ( FCC No.1) :  
 IDR - July 15, 1993, Original Page 129-130  
 IBS - July 1, 1997, 5th Revised Page 149.14